



## **“Our Journey Since PAY360”**

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### ID-Pal’s Success in the Payments Space

#### **Business Bio**

ID-Pal is an award-winning Irish Fintech company, founded by industry practitioners who grew frustrated with the barrier that identity verification created in terms of doing business with clients. ID-Pal’s omni-channel identity verification solution uses best-of-breed technologies and enables businesses to verify the identity of customers in real-time, simply, securely and conveniently. The solution is used by Banks and Payment companies across EMEA and the US.

#### **PAY360 2019**

ID-Pal’s success across the Prepaid Services industry sky-rocketed last year when we decided to attend the PAY360 event. The conference enabled us to explore and validate the Prepaid Payments Industry as a potential market opportunity for our solution. It proved to be an invaluable platform for the business. We received crucial exposure to industry leaders, access to a broad client network and feedback on the ID-Pal product after providing an on-stage demo of the platform.

*“We can trace our success in the Payments space back to our participation at Pay360 two years ago, where we first engaged some of our flagship clients and partners that are driving our growth today”*

– James O’Toole, Chief Business Officer

#### **Early adopters**

Shortly after the event a number of businesses came onboard as early adopters in order to validate our solution and develop reference points. Working in close collaboration with these customers, we were able to refine and enhance our offering until it was as seamless as possible for both the business and the customer.

Our successful engagement with these clients created significant further opportunities in the payments space



- ID-Pal launched with Elavon across Europe and through this engagement will be going live with US Bank in 2020
- In 2019 ID-Pal rolled out across the AIB Merchant Services organisation, including their external partners. This business traction triggered ID-Pal's relationship with Fiserv which will be further explored in 2020

### Global Scaling

We have a number of extremely strong, global customers that are amplifying our reach across the globe.



Our overarching success has all culminated in ID-Pal getting recognised as a **RegTech100 company**.



**ID-Pal is a RegTech100 company**

### Future Innovators

We are really looking forward to returning to the event this year, albeit in a very different context to the stage we were at last year. In just a short time our business has transformed from a start-up to an established, high-growth tech company, and we are excited to further enrich our network at the event this year.